

DPC

SUBJOBBER



- PROMOTION PERIOD -- AUGUST 1997 (4 WEEKS)
- ACCOUNTS WITH VOLUME <100 CARTONS / WEEK
- MUST SEND ATTACHED FLYER TO ALL CALLS UNLESS THEY ARE ON A VAP LIST
- BLACKLINE / STICKER @ \$.25 OFF A PACK
- \$33 PER 12M CASE WRAPPING ALLOWANCE
- BRANDS -- ALL WINSTON BOX STYLES
 - » FF - LT - LT100 - UL - UL100
- ONE CARTON DISPLAYS
 - SUBS WILL BE INSTRUCTED ON PREPARING ONE CARTON DISPLAYS
 - CAN SPLIT CARTONS (5 PACKS EACH) TO OBTAIN LT, LT100, UL AND UL100 IN AN ACCOUNT
- MUST SHIP PRODUCT WITH ADVERTISING
 - STARBURST AND ADVERTISING
- MUST RETURN ATTACHED SELL SHEET FOR ANY PAYMENTS TO BE MADE BY RJR (ASSIST IN GENERATING A LIST OF ACCOUNTS TAKING DPC)
- \$1.00 PAYMENT PER STYLE
 - EXAMPLE: 1 CARTON FF BOX / HALF CARTON OF LT BOX AND LT BOX 100
 - » PAYMENT TO SUB = \$3.00
 - MAXIMUM PAYMENT IS \$5.00 FOR 5 STYLES
 - WITH MINIMUM SALES OF 3 CARTONS
 - FOLLOW-UP ORDERS \$1.00 DISPLAY PAYMENT

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DPC
DIRECT ACCOUNTS



TWO PROGRAMS AVAILABLE FOR DIRECT ACCOUNTS

- **TO ANY ACCOUNT SELLING <100 CARTONS PER WEEK**
 - 20 PACK DISPLAY
 - WINSTON BOX / LIGHT BOX
 - ANY 2 WINSTON BOX BRANDS
 - \$1.00 PAYMENT PER DISPLAY
 - \$33 PER 12M CASE WRAPPING ALLOWANCE
 - \$.25 OFF PER PACK - BLACKLINE/STICKER
 - SHIP IN DISPLAY WITH ADVERTISING
 - PROGRAM ONGOING

- **LIST OF ACCOUNTS IDENTIFIED & SUPPLIED BY RJR**
 - PROGRAM TO RUN FOR 4 WEEKS
 - SHIP CARTONS WITH ADVERTISING
 - ANY WINSTON BOX STYLE (FF, LT, LT100, UL, UL100)
 - \$.25 OFF PACK - BLACKLINE / STICKER
 - \$28 PER 12M CASE WRAPPING ALLOWANCE
 - \$1.00 PAYMENT PER STYLE SOLD AND REPORTED ON SUPPLIED LIST
 - » EXAMPLE: 1 CARTON EACH OF THE BOX STYLES FF,LT, LT 100, UL AND UL100 = PAYMENT \$5.00
 - » PAYMENTS MADE ON LIST PROVIDED
 - » FOLLOW UP ORDERS PAID AT \$1.00 PER CARTON

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